

Message Text

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PAGE 01 ZAGREB 00441 231903Z

42

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00 XMB-04

TRSE-00 /031 W

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P R 231015Z MAY 75

FM AMCONSUL ZAGREB

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 3120

AMEMBASSY BELGRADE

USIA WASHDC

UNCLAS ZAGREB 0441

PASS ALSO EXIM BANK

E.O. 11652: N/A

TAGS: BEXP, YO

SUBJECT: "LESONIT" FIBERBOARD PROJECT

REF: A) ZAGREB 0231(NOTAL); B) ZAGREB 0419(NOTAL); C) ZAGREB 0439

1. DURING ZAGREB SPRING FAIR, WE LEARNED THAT US FIRMS GLOBE MACHINERY AND WASHINGTON IRONWORKS, BOTH OF SEATTLE, WASHINGTON, COULD PROBABLY COLLABORATE ON COMPLETE EQUIPMENT/ TECHNOLOGY PACKAGE FOR SUBJECT PROJECT. GLOBE VICE PRESIDENT, CALVIN BAMFORD, JR., DISCUSSED INVESTMENT WITH LESONIT OFFICIALS AND INDICATED HE WOULD TRY TO ORGANIZE JOINT OFFER WITH WASHINGTON IRONWORKS (WHICH WAS NOT AN EXHIBITOR AT USDOC SHOW) FOLLOWING HIS RETURN TO US.

2. DURING VISIT TO LJUBLJANA MAY 15, ECON-COMM OFFICER HAD OPPORTUNITY TO DISCUSS PROJECT BRIEFLY WITH SLOVENIJANES ACTING GENERAL DIRECTOR FRANC RASDEVSEK AND MARJAN KANDUS OF THE LJUBLJANSKA BANKA. RASDEVSEK, WHO IS ALSO A VICE PRESIDENT OF US-YUGOSLAV ECONOMIC COUNCIL, VERY INTERESTED IN SEEING US BID DEVELOPED. HE URGED THAT US COMPANIES VISIT LESONIT BY FALL 1975. HE FURTHER STRESSED NEED FOR FAVORABLE FINANCING. KANDUS ALSO EMPHASIZED LATTER POINT.

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3. SINCE KANDUS WILL BE ACCOMPANYING SLOVENIAN GOVERNMENT VICE PRESIDENT ZVONE DRAGAN AND WILL BE PRESENT ON WEST COAST DURING WEEK BEGINNING MAY 26, PERHAPS US COMPANIES (AND THEIR BANKERS) MIGHT WISH TO USE THIS OPPORTUNITY TO ESTABLISH CONTACT WITH HIM AND PERHAPS OTHER MEMBERS OF SLOVENE GROUP (SEE REF B). REQUEST MEPD COORDINATE WITH USIA AND COMPANIES CONCERNED. YUGOSLAV CONSULATE GENERAL IN SAN FRANCISCO IS ALSO ACTIVELY INVOLVED IN WEST COAST PROGRAM.

KAISER

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NNN

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